

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

For Six Month Period Ending

JUL 29 1968

(Insert date)

Name of Registrant Development Counsellors
International, Ltd.

Registration No. 1421

Business Address of Registrant 20 E. 46 St., New York, N.Y. 10017

I - REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following: **no change.**

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input type="checkbox"/>

2. Explain fully all changes, if any, indicated in Item 1.

n/a

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection
Ended

n/a

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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~~XXX~~ n/a

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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☒

If yes, identify each such person and describe his services.

n/a

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6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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n/a

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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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~~XXX~~ n/a

II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal ended during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

na

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

n/a

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10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Nova Scotia Department of Trade & Industry, Halifax, N.S., Canada

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

See attached monthly activity reports.

¹ The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).
A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

n/a

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes ☐ No ☒

If yes, describe fully.

n/a

² The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise?

Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See attached breakdown of monthly fees and expenses

Total

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date Received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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N/A

³ A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS - MONIES

During this 6 month reporting period, have you

- (1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐
- (2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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See attached breakdown of expenditures made on behalf of clients for expenses incurred servicing their account.

Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
N/A				

(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
N/A			

V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal. N/A

⁵ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?

Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

N/A

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following: No

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) _____ None

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups: No

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____ None

21. What language was used in this political propaganda: N/A

☐ English ☐ Other (specify) _____

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? N/A

Yes ☐ No ☐

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☐ N/A

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act?

Yes ☐ No ☐ N/A

VI - EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☐ N/A
Exhibit B⁷ Yes ☐ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? No

Yes ☐ No ☐

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶ The Exhibit A, which is filed on Form DJ-306, sets forth the information required to be disclosed concerning each foreign principal.

⁷ The Exhibit B, which is filed on Form DJ-304, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period.

Yes ☐ No ☒ None

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐ N/A

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes ☐ No ☒ n/a

If no, list names of persons who have not filed the required statement.

n/a

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Ted M. Levine

Ted M. Levine, President

E. T. Ellenis

E. T. Ellenis, Vice President

Subscribed and sworn to before me at

New York, Ny

this 29th day of August, 19 68

Malcolm N. Spiegel
(Signature of notary or other officer)

MALCOLM N. SPIEGEL
NOTARY PUBLIC, State of New York
No. 034037000
Appointed by Board County
Commission Expires March 30, 1969

My commission expires _____, 19 _____

⁸ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Internal Security Division, Department of Justice, Washington, D.C. 20530.)

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III - Activities
17000 11.

March 4, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stev:

Welcome Back! Now to the business at hand.

Here is an account of DCI's activities and results for the Nova Scotia Information Service during the month of February:

1. World Trade Club of New York Dinner Meeting, Feb. 5th

As you know, the Minister's talk on the "land bridge" concept attracted a record turn-out at the Overseas Press Club as well as generating substantial publicity.

Approximately 125 shippers, exporters, industrialists, bankers, and editors were on hand for the talk and the film, "Why Nova Scotia?"

Advance publicity was considerable. DCI drafted short feature for use by the club in its pre-meeting bulletins. These reached an estimated 7000 members of the Commerce and Industry Association with which the club is affiliated.

Following publicity included a full column piece in the New York Times, a good story in the Journal of Commerce, a 1000 word feature by the United States Information Agency which was telexed around the world, and stories in the Voice of New York Business, Brandon's Shipper & Forwarder, Business Abroad (3 columns plus photo), Exporter's Encyclopedia, and the Port of New Orleans Weekly.

In addition, DCI submitted the speech text to the publication, Vital Speeches, which publishes important talks made by leading world figures. We also made it available to a number of consultants involved in transportation and one of them is using part of it for a speech before American University in Washington, D.C.

In the venture, DCI set up the meeting with the club and got it approved; worked on the many details involved from shipment of literature to the kind of door prizes that would be awarded.

2. Nova Scotia Exhibit at the First National City Bank, March 4-22nd

First National City, as you know, is the world's third largest bank. DCI, working with you, proposed the exhibit several months ago and in February worked hard and long to clarify many details.

DCI worked closely with Bill Cushman, Bill Lancaster, Charles Klensch, Surrey Cronin of FNCSB. Provided guest list for the V.I.P. reception, worked out invitation text in collaboration with Len Canfield of N.S.I.S., and also proposed and set up Nova Scotia luncheon at the Americana which will be tendered by the Premier and the Minister of Trade and Industry for Mr. Charles Moore, FNCSB Chairman and five senior management men. DCI also drafted a pre-exhibit press release which was sent to New York area, TV, radio, and newspaper outlets.

3. West Coast Luncheon Follow-Up

DCI's follow-up effort resulted in excellent stories in the Los Angeles Commercial News, Dallas Times Herald, Dallas Morning News, (two column picture & excellent story), Texas Business Report, Redondo Beach, Calif. Breeze, and South Pasadena Review.

4. United Press International Feature

Some of the additional newspapers picking up the LeRoy Pope feature on the Strait of Canso included the Greensburg, Pa. Tribune-Review, Hinton, W. Va. News, Donora, Pa. Herald-American, Ohio Advertiser-Tribune, and the McKeesport, Pa. News.

5. Foreign Press Association

Interested this important group of international journalists based in New York in a "Nova Scotia Night" dinner which would be similar to the promotional functions we have held with the National Press Club, Washington, D.C.; and the Overseas Press Club of America, New York City.

6. Silver Anvil Competition

At your suggestion, began to look over N.S.I.S. entry in this top U.S. public relations tournament. Will pass on comments, suggestions, next step in early March.

7. U.S. Promotional Program for Nova Scotia, 1968-69

Began work on preparing comprehensive program for coming fiscal year.

8. National Real Estate Investor

Placed article on Nova Scotia's incentives to hotel, motel, restaurant investors.

9. Neil MacNeil-Time Magazine

Worked out new dates at Keltic Lodge for MacNeil and his family.

10. Oil Drilling Story

Serviced to petroleum publications including National Petroleum News,
Oil Daily and World Oil.

That's it for February.

Sincerely,

Manny Elenias

ME:ic
Encl.

March 31, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Here is an account of DCI's major activities on behalf of the Nova Scotia Information Service for the month of March:

1. Nova Scotia Exhibit at the First National City Bank, March 5-22

In addition to coordinating the total effort with the First National City Bank, your Toronto exhibit house and the Long Island City display agency in charge of setting up the exhibit, DCI also:

- . Proposed and worked out a high level luncheon for the Premier during which he had an opportunity to outline Nova Scotia's locational and business opportunities to George S. Moore, FNCB Chairman, and the top management group.
- . Drafted and distributed to the New York metropolitan area press an advance story giving the facts on the exhibit.
- . With FNCB worked out a guest list and related arrangements for the reception which the bank tendered the Premier and the Minister of Trade and Industry. Attended by more than 100 New York area corporate executives, bankers, and business press (from FORTUNE to CHEMICAL WEEK).
- . Also arranged for a photograph of the Premier, Mr. Jones, and the President of FNCB, which we subsequently distributed in this area as well as Nova Scotia. The HALIFAX CHRONICLE HERALD used the 3-column photograph.

2. Foreign Press Association of New York, May 15

FPA has officially accepted our proposal that Nova Scotia stage a "Nova Scotia" Night in May. Following committee meeting, FPA requested that such a conclave take place in mid-May because of commitments between now and the middle of May. Approved today evening of May 15th which I discussed with you and Mr. Knight in Halifax. FPA is the largest and most influential association of foreign correspondents on the Continent. Most of the members cover the United Nations for their publications. We are aiming for an attendance of about 75

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2. Foreign Press Association (Continued)

correspondents for whom we will be pre-screening guest lists to ensure maximum productive return to Nova Scotia.

3. World Trade Writers Association of New York, May 14

Have held number of discussions on similar "Nova Scotia" Night dinner with Leo Northart, WTWA President and V.P., Copley Publications International. Has okayed the idea and the idea worked out following agreement with the Foreign Press Association. WTWA affair will be attended by top reporters and editors covering foreign investment and trade in New York. Expect an attendance of about 25. Following agreement on both dates, reserved suitable space at the Americana.

4. DCI Trip to Halifax to Discuss Fiscal 1968-69

In meeting with you and the Deputy Minister agreed on next year's major projects with the following tentative time table:

- . World Trade Writers Association Dinner, New York City..Tues., May 14
- . Foreign Press Association Dinner, New York City.....Wed., May 15
- . Pittsburgh Investment Luncheon.....Tues., Oct. 8
- . Boston Investment Luncheon.....Thurs., Oct. 10
- . New York Investment Luncheon.....Tues., Nov. 19
- . Chicago Investment Luncheon.....Thurs., Nov. 21
- . San Francisco Travel Reception.....Mon., Jan. 13
- . San Francisco Investment Luncheon.....Tues., Jan. 14
- . Los Angeles Travel Reception.....Wed., Jan. 15
- . Los Angeles Investment Luncheon.....Thurs., Jan. 16

In addition, we will be jointly working on two press tours to Nova Scotia over the summer months.

5. Chicago Commerce & Industry Association Meeting

At your request, explored possibility of the Premier speaking before this important group in May. Thomas Coulter, Chief Executive Officer, offered encouragement but we dropped matter when you said the Premier could not meet this commitment at that particular time. Interesting sidelight: One reason why Mr. Coulter was encouraging and willing to cooperate is he has met Mr. Smith in previous Chicago Investment Luncheon.

6. Silver Anvil

Offered comments and critique on first draft of N.S.I.S. manuscript for entry in this top U.S. public relations competition. Also suggested types of visual aids and suggested format.

7. Various Activities

During March these included the following:

- . Placed 800 word feature in LOS ANGELES COMMERCIAL NEWS.
- . Placed 1000 word article in AMERICAN BANKER.
- . Gathered special material for NATIONAL REAL ESTATE INVESTOR for piece on Nova Scotia tourism investment incentives and opportunities.
- . DCI release offering N.S. Economic Profile Packet appeared in INDUSTRIAL DEVELOPMENT MAGAZINE. Processed initial inquiry from Mobil Chemical Company.
- . Briefed NUCLEONICS MAGAZINE on Canadian General Electric's heavy water plant in Nova Scotia.
- . Briefed BUSINESS INTERNATIONAL on Clairtone but suggested they deal directly with IEL.
- . Sent on to you two column "land bridge" feature based on the Minister's recent World Trade Club of New York address which appeared in BRANDON'S SHIPPER. Sent the Minister comprehensive "land bridge" article which appeared in AREA DEVELOPMENT MAGAZINE for his file.
- . Attempted to work with Harlow Unger of FINANCIAL TIMES OF LONDON on "land bridge" article. You know full story here. No more need be said.
- . Passed on to you inquiry from WTTW-TV, Chicago, for "Old New Scotland" film which grew out of TV editor's attendance at last year's Chicago Investment Luncheon.
- . Began work on Shell Oil Canada's plan for off-shore drilling rig. Sent photo for processing. Plan on distributing to petroleum and chemical publications.
- . Sent you copy of TEXAS MINTRO MAGAZINE story which appeared as result of Dallas luncheon. Apparently they liked your speech writer's sense of humor!
- . WORLD OIL published a story on Nova Scotia oil development possibilities and we sent up to you.

That's it Stew. A good month for both planning and results.

Sincerely,

May 1, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Steve:

DCI's monthly report for April covering major activities on behalf of the Nova Scotia Information Service in the United States:

1. Drafted feature article for Mr. Jones on the Canadian "land bridge" scheduled to appear during World Trade Week in Los Angeles in LOS ANGELES COMMERCIAL NEWS.
2. Revised Shell Oil story and sent to 200 U.S. business publications with photograph and map.
3. Revised Mr. Manuge's story for AMERICAN BANKER's Canadian issue which appeared in April with two photographs.
4. On the May 14th WORLD TRADE WRITERS ASSOCIATION OF NEW YORK dinner:
 - a. Met with Leo Northart, President, planned function.
 - b. Drafted background material for use by Mr. Northart in his invitation letter.
5. On the May 15th FOREIGN PRESS ASSOCIATION dinner meeting:
 - a. Met with Mr. Freyes, FPA President, agreed on format and method of inviting the group.
 - b. Screened FPA roster, selected invitees from countries we believe most likely investment prospects.
 - c. Made arrangements with Americana Hotel where the events will take place.
 - d. Drafted for your consideration, a press release covering the FPA meeting whose elements could form the basis of both talks.
Sent to you.
 - e. Began to prepare invitations.
6. FORBES Magazine used DCI material on Mr. Jones' recent land bridge comments before the World Trade Club of New York in a major article on containerization which has aroused considerable comment in New York.

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7. Advised you to enter American Industrial Development Council Annual Publications Competition. After you provided answers for the application, DCI, as your AIDC representatives, forwarded same to St. Paul-Minneapolis, site of the 1968 annual conference.
8. Gathered material on Chicago hotels for 1968 Investment Luncheon. Leading candidates appear to be the Drake and the Continental Plaza.
9. Continued to update International Turna Cup Match press list as per request of your office.
10. Sent you tentative schedule of 1968-69 Investment Luncheons and other key special events, including press tours.
11. Forwarded inquiry by exporter to the Deputy Minister. Wants to export Nova Scotia Salmon to Israel.
12. Sent Mr. Jones letter which Governor of Louisiana uses as follow-up to his investment receptions in New York and elsewhere.
13. Kept Mr. Jones abreast of emerging land-bridge developments in the U.S. Sent him stories on subject appearing in the Journal of Commerce and Traffic World.
14. Began to look into possible special tie-in promotions with key U.S. manufacturers-trade associations.
15. Ordered 500 lobster aprons.

Stew: final thought -- when you come to New York in mid-May let's discuss the summer press tours, other key projects.

Best regards,

Sincerely,

Manny Ellis

eric
incl.

June 1, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5870 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Described herein is a summary list of major activities undertaken by DCI during the month of May on behalf of the Nova Scotia Information Service:

1. Proposed to the NBC-TV Network Documentary, "National Geographics," that Nova Scotia be featured in a 1968 telecast. Submitted two possible themes which received initial favorable reaction. Will be following up.
2. Proposed that Nova Scotia sponsor a "Land Bridge" Press Tour focusing on the ports of Halifax and Canso, June 15-19 dates set. Drafted 1) letter of invitation 2) press invitation list, 3) tentative itinerary. Pre-checked with press, obtained good reaction.
3. Proposed a feature story on Nova Scotia to Jeff O'Neil of Nation's Business. Plan to follow up with detailed "sales" letter. Will come as guest of the province.
4. Interested Apparel Manufacturer Magazine in a story on Nova Scotia profit opportunities for the U.S. garment industry. Editor Ralph Selitzer is seriously interested.
5. Article drafted and placed by DCI on the Canadian "Land Bridge" emphasizing Halifax and Canso appeared in the latter part of May in the World Trade Week Issue of the Los Angeles Commercial News.
6. Harlow Under's favorable story on the "Land Bridge" based on Mr. Jones' talk in New York before the World Trade Club appeared in a chain of purchasing agents' publications (New England Purchaser, Syracuse Purchaser, Philadelphia Purchaser, Washington Purchaser, Chicago Purchaser and Connecticut Purchaser). "Land Bridge" story also appeared in Distribution Manager.
7. Handled all arrangements for the two major Nova Scotia presentations in New York in May: "Nova Scotia Nights" before the Foreign Press Association and the World Trade Writers of New York. Initial story has appeared in Shipping Digest Magazine. Canadian Press (CP) radio photoed the picture DCI arranged with the Deputy Minister and key FPA officials throughout Canada. The Halifax Chronicle Herald ran a two column story/picture on FPA event.

MORE

8. Interested the Sunday Real Estate Editor of the New York Times in a photo story of the Unusual Century Towers high rise apartment building -- has 16 sides. However, editor will use story when we get to him shot of polygon shaped building when it is completely constructed. Would advance more dramatic angles as well.
9. Following DCI's suggestion that NSIE enter Annual Literature Awards Competition of the American Industrial Development Council (DCI entered Nova Scotia literature on NSIE's behalf) Nova Scotia won two "best of class" blue ribbons -- the first time this has happened in the 40 year history of the AIDC. Suggested to Deputy Minister that he join this North American organization of industrial developers.
10. Worked out plans for DCI to merchandise Nova Scotia vertical trade ~~NSIE~~ stories in the U.S. business press. Also will draft two syndicated press stories this fiscal year. One will be on Clairton. The second on IXL.
11. ~~Deuterium~~: As per request, sent three dozen lobster aprons to Mrs. Jerome Spevack. Also obtained good shot of heavy water plant at Glace Bay for use in Deuterium Annual Report.
12. Sent Business Abroad editor Jack Roach, comprehensive material on the Canadian "Land Bridge" based on recent World Trade Club talk.
13. As per desire of the Department of Trade and Industry to keep abreast of global containerization trends involving the "Land Bridge," sent Deputy Minister 1) Journal of Commerce "Containerization Issue," and 2) full facts on registration for the First Annual Export and Containerization Exhibit at the New York Coliseum, June 10-13. Sent additional information to Miss Elpha Linkletter.
14. Provided additional assistance to winners of door prizes at National Press Club and World Trade Club "Nova Scotia Nights."
15. Began work on press release w/photo re appointment of Mr. Jones and new Minister of Trade and Industry.
16. Provided counsel in the preparation of special Nova Scotia ad which will appear in the Financial Post Special Supplement on the province.
17. Proposed that NSIE participate in special issues in American Banker and Industrial Development Magazine.
18. Assisted Allen Farmer (also provided office space) during prospect hunting trip in New York.

Sincerely,

Manny Ellis

ME:ie
Encl.

July 8, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Following is a summary of the major activities undertaken by DCI during the month of June on behalf of the Nova Scotia Information Service:

1. "LAND BRIDGE" PRESS TOUR:

DCI handled the delivery of 17 business editors for the June 16-19 project from the following publications:

- . Sydney (Australia) Morning Herald
- . Chemical & Engineering News
- . Business Abroad
- . U.S.I.A. Press Service
- . National Dutch Press Agency
- . American Exporter
- . World Wide Features
- . Container News
- . Handling & Shipping
- . Distribution Manager
- . German Press Agency
- . Scandinavian Press
- . Marketing/Communications
- . Journal of Commerce
- . Electronic News
- . Hall Syndicate
- . Electronics World

Immediate Press Results include two major articles in the Journal of Commerce with a third scheduled. Business Abroad is planning a major piece as are most of the editors who participated. Chemical & Engineering News devoted an entire column. DCI spent three man days in the province.

2. CLAIRTONE "CONSUMER ELECTRONICS SHOW" PROMOTION:

For this important project, DCI staff went on overtime basis and among ground covered was the following:

- . Proposed to the Merv Griffin Show (National Network) that Clairtone's "light machine" be aired. Arranged for Assistant Producer Martin Wyld to view a demonstration. As of this writing, final arrangements are being made for showing on the air.

more

CLAIRTONE (Continued):

- . Proposed to Murray Barnard that Clairtone hold a special press demonstration. Helped draft telegram, wired to 50 editors of shelter publications, major consumer and business magazines, top TV and radio personalities. Fifteen editors showed up for the press demonstration, more than for any other single exhibit in the show.
- . Worked closely every step of the way with Murray Barnard, provided clerical and mechanical services, and gave Mr. Barnard access to Bernard Osbahr, a long time DCI contact who was in charge of press relations for the show. This contact made it possible to get Clairtone top billing in the press room.
- . Arranged for photographer to take photographs of the "light machine" with model at the exhibit.
- . As result of our work, Clairtone was written up in the New York Times coverage of the show and we anticipate a good run of publicity in the weeks to come. To gauge results, DCI has taken a three month clipping service with Mr. Barnard's approval.

3. ADDITIONAL WORK DURING THE MONTH:

- . Interested the Canadian editor of Business Week in making a trip to Nova Scotia in July.
- . Sent the New York Times new photograph sent down from Halifax of the unique Polygon high rise apartment building.
- . Drafted and sent to media news release with photos on the appointments of the Minister of Trade and Industry and the Minister of Finance and Economics.
- . Made final arrangements for the husband and wife writing team, which Ladies Home Journal is sending to Nova Scotia for a two week stay. Projected: A really major feature on Nova Scotia tourism for the May 1969 issue.
- . Sent the Daily News a photograph of Peggy's Cove which they used in the Sunday paper (circulation: three million).
- . Arranged for the editor of Apparel Manufacturer to come up to Nova Scotia as a guest of the province to do a major feature in August. Sent you full particulars.
- . Got an encouraging response from National Geographic TV Documentary on DCI's idea of a program devoted to Fortress Louisbourg. Sent additional material.
- . Arranged for the official publication of the Foreign Press Association to run photograph taken at recent Nova Scotia dinner featuring the Deputy Minister.

ADDITIONAL WORK (Continued):

- . Worked with Business Abroad editor on major "land bridge" feature giving Nova Scotia a prominent role.
- . Advised free lance photographer Roger Wolf on his trip to Nova Scotia July 3-15. Alerted you.
- . Advised Gerald Redmond (as per his request for such counsel) to participate in upcoming tourism investment conference in Florida in August.
- . Sent you film strip device for your evaluation. Could be used as investment luncheon give-away.
- . Sent leading petroleum and chemical publications copy of N.S.I.S. Newsletter on oil and superports.
- . Sent the Deputy Minister the following:
 - a. Puerto Rico ad listing U.S. manufacturers expanding to the island. Deemed them likely prospects for Nova Scotia.
 - b. Sent complete information on Containerization Show in New York.
 - c. Sent new report on unit train feasibility.
 - d. Also sent DCI study on the feasibility of an airport industrial park in Cape May County, New Jersey as per his request.
 - e. Turned over Irish Moss inquiry from New York importer.
- . Finally, tipped you off to impending visit of U.S. News & World Report editor to Halifax.

A full month.

Sincerely,

Manny Ellenis

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Encl.

August 1, 1968

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, Nova Scotia
CANADA

Dear Stew:

Here is a summary of DCI's major activities on behalf of the Nova Scotia Information Service for the month of July:

1. Made arrangements for and confirmed dates and banquet room space for our series of 1968-69 Investment Lunches.
2. As a result of our recent "Land Bridge" Press Tour, additional publicity includes:
 - . Big feature on the Halifax Land Bridge in the New York Times (one column, 20 inches long).
 - . Full-page very favorable story in Electronic News with photo, by Nat Snyderman, titled, "Nova Scotia's Call: Come North, Young Man." This publication is the leading electronics publication in the United States. We suggested it would make for an excellent promotional reprint for use by the agencies representing Nova Scotia.
 - . Third major article, in a series of three, appeared in the Journal of Commerce.
 - . Business Abroad and Container News planning features for August issues.
3. Clairtone "Consumer Electronics Show" Promotion:
 - . Mary Griffin Show used Clairtone light machine July 10th. It was on the air for 8 minutes 52 seconds, which at the commercial space time of \$1700 per minute means that Clairtone got \$15,000 worth of free television time in the New York City market area alone.
 - . Home Furnishings Daily, the "Bible" of the buyers of home furnishings, featured Clairtone's new products in three articles, with illustrations. Played up Clairtone as one of the "Show Stoppers."
 - . At the request of Murray Bernard, arranged for and sent 30 prints of Clairtone photo to Ray Krone, Vancouver, B.C.
 - . You indicated Clairtone was very happy with DCI's coverage on the electronics show and that a Montreal paper reported Clairtone received 3,000 orders for the "image-maker" as a result. You are going to send us clipping.

4. Briefed Gordon McKibben, Canadian Editor of Business Week, on his vacation trip through Nova Scotia and arranged for contact in both Toronto and Halifax with Murray Barnard.
5. Sent New York Times additional material on polygon apartment building. Definitely interested but wants better picture.
6. Research world-wide and U.S. production figures on Irish Moss as prelude to article DCI is going to prepare.
7. National Real Estate Investor ran tourism investment incentives and opportunities in Nova Scotia story.
8. Followed up and sent Earl V. Anderson, Chemical & Engineering News editor, Nova Scotia chemical industry roster.
9. Drilling Contractor ran Shell Drilling Rig in Nova Scotia with photo.
10. Proposed that Nova Scotia sponsor a special supplement in American Banker timed to coincide with the National Foreign Trade Convention. You agreed in principle.
11. Proposed and obtained your approval for net service on Clairtone for distribution in September -- the peak marketing period.
12. Followed up on Ladies Home Journal, which is planning major Nova Scotia tourism feature in May 1969.
13. Followed up and fed more information to Elena Nielsen of Scandinavian Press.
14. Film, "Old New Scotland" was telecast on WTTW-TV, Chicago.
15. At your request, DCI verified Howard DeVitty's references re possible position with Nova Scotia Information Service.
16. As result of Foreign Press Association dinner, story appeared in Il Progresso Italo-Americano on Nova Scotia.
17. At request of Lorne Goodfellow, sent lobster aprons to First National City Bank official.
18. Sent the Deputy Minister the following:
 - a. Information on containerization.
 - b. Additional U.S. land bridge information.
 - c. Directory of Research Facilities offered by University of Wisconsin. Suggested that Dalhousie might do same to illustrate the quality of technical know-how in Nova Scotia.

Sincerely,

Manny Ellenis

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Encl.

P. 5 IV-FINANCIAL INFORMATION

14. (a) RECEIPTS-MONIES

<u>Date</u>	<u>From Whom</u>	<u>Purpose</u>	<u>Amount</u>
2/15/68	Nova Scotia Trade & Industry	Fees and expenses	15,138.53 *
3/15/68	Nova Scotia Trade & Industry	Fees and expenses	6,849.71
4/10/68	Nova Scotia Trade & Industry	Fees and expenses	3,730.23
5/21/68	Nova Scotia Trade & Industry	Fees and expenses	4,582.99
6/17/68	Nova Scotia Trade & Industry	Fees and expenses	7,652.22
7/15/68	Nova Scotia Trade & Industry	Fees and expenses	8,777.08 4,181.98
			42,135.66

* Covers 2 month period.

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15. (a) DISBURSEMENTS - MONIES (All Nova Scotia)

<u>Date</u>	<u>To Whom</u>	<u>Purpose</u>	<u>Amount</u>
2/9/68	E. T. Ellenis	Expenses (N.Scotia)	21.05
2/14	Sol Perkel	Projectionist	115.00
2/16	Waldorf-Astoria	Luncheon costs	971.79
2/16	Western Union	Telegrams	52.64
2/8/68	Burrelle's	Clippings	285 102.82
2/16	Attention, Inc.	Releases	114.11
2/16	World Trade Club of N.Y.	Luncheon Costs	379.00
2/16	P R Wire	Wire Service	170.00
2/16	Todd Photoprint	Photostats	94.40
2/16	Palmer House	Hotel	55.00
2/16	Impact News Pictures	Photos	24.30
2/16	Wide World Photos	Photos	127.50
2/16	Ira Furman Co.	Shipping	301.97
2/16/	James Hook & Co.	Lobsters	5430.00
2/16	Dunbar Customs Service	Duties, deliveries	8.00
2/16	National Press Club	Luncheon costs	149.10
2/16	WTC Air Freight	Shipping	50.80
2/16	Chelsea Engravers	Printing	330.23
2/16	Maryland Inn	Luncheon Costs	75.00
2/16	Brown's Letter Svce.	Printing	49.33
2/16	Biltmore Hotel	Hotel	93.94
2/16	Fairmont Hotel	Hotel	95.11
2/16	Statler Hilton	Hotel	36.88
2/19	E. T. Ellenis	Expenses	96.17
2/29	E. T. Ellenis	Expenses	20.10
3/1	Marion Champol Flowers	Flowers	15.75

<u>Date</u>	<u>To Whom</u>	<u>Purpose (all Nova Scotia)</u>	<u>Amount</u>
3/1/68	Scott Peters	Tour (N. Scotia)	78.26
3/15	Ira Furman & Co.	Shipping	33.00
3/15	Attention, Inc.	Releases	99.02
3/15	Todd Photoprint	Photostats	1.10
3/15	P R Wire Service	Wire Service	40.00
3/22	Cathay Travel	Air fare	218.30
3/22	E. T. Ellenis	Expenses	91.85
4/5	Burrelle's	Clippings	105.08
4/16	Copy Art	Photos	30.35
4/16	Wide World Photos	Photos	22.75
4/16	Americana of N.Y.	Luncheon Costs	526.85
4/19	Palmer House	Projectionist	45.35
4/24	Postmaster of N.Y.	Customs Delivery	10.52
4/25	James Hook & Co.	Lobsters	135.00
4/26	E. T. Ellenis	Expenses	14.75
5/3	M. G. Brown	Expenses	17.60
5/3	E. T. Ellenis	Expenses	85.52
5/8	Needham Motor Service	shipping	6.55
5/15	Poor Richard Club	Luncheon costs	617.49
5/15	James Hook & Co.	Lobsters	562.63
5/15	Mercer Motor Freight	Shipping	6.55
5/15	General Export Packers	Packaging	30.00
5/17	E. T. Ellenis	Expenses	18.45
5/17	Ira Furman & Co.	Shipping	14.50
5/17	Cathay Travel	Air Fare	325.40
6/4	Ben Spielvogel	Projectionist	48.00
6/4	Attention, Inc.	Releases	116.34
6/4	Wide World Photos	Photos	86.01
6/4	P R Wire	Wire Service	65.00
6/4	Projection-Audio Products	Projection rental	57.25
6/4	Aprons for Industry	Aprons	12.42
6/14	E. T. Ellenis	Expenses	150.00
6/14	E. T. Ellenis	Expenses	50.00
6/21	E. T. Ellenis	Expenses	17.81
6/28	M. G. Brown	Expenses	2.30
7/12	E. T. Ellenis	Expenses	36.45
7/17	Burrelle's	Clippings	91.29
7/17	Einzig Photographers	Photos	446.25

\$13,298.98